# Index to articles in 1974 issues of fueloil & oil heat

## FUELOIL (Distribution and management)


| | Month | Page |
|---|---|---|
| Additives: How well do they work? | May | 42 |
| Beware of summer run-outs! | May | 37 |
| *Winter fuel savings changed K-factors* | | |
| Boiler room on wheels | Mar. | 36 |
| *Mobile units used during routine or emergency shutdown* | | |
| Bottom loading | June | 31 |
| *What is its status for heating oil dealers?* | | |
| Collapsible fueloil storage tanks | | |
| *Fabritank* | Feb. | 41 |
| *Uniroyal* | Mar. | 40 |
| Controlling truck fuel costs *Chet Cunningham* | Oct. | 30 |
| *Miles per gallon vs. cost per gallon* | | |
| Co-op system cuts delivery costs | Apr | 35 |
| *Massachusetts dealers like it* | | |
| Evaluate lubrication *Chet Cunningham* | | |
| *Part I* | Feb. | 31 |
| *Part II* | Mar. | 40 |
| Fueloil business is there, if you want it | Nov. | 28 |
| *Regional Petroleum finds determination can pay* | | |
| Fueloil dealer fights back | Oct. | 27 |
| *Sico Co. "decided to sell something for a change"* | | |
| Hose reel selection and maintenance *George A. Hannay* | July | 34 |
| Identify loss accounts and control costs | Apr. | 33 |
| *General Oil improves service profitability* | | |
| Insulation offers silver lining | Feb. | 29 |
| *Krause-Mayo knows its a good idea* | | |
| Lease or buy? *Michael O. Bertolet* | Feb. | 33 |
| *Prime consideration should be potential savings* | | |
| Lockheed passes a milestone | May | 53 |
| *After 25,000 computing registers, still going strong* | | |
| Longevity: It can grow on you | Nov. | 23 |
| *Carroll-Independent Fuel in third generation* | | |
| Mandatory allocations | Jan. | 40 |
| Oil handler meets EPA test | Sept. | 39 |
| *Loizeaux Fuel minimizes vandal's damage* | | |
| Simon offers encouragement . . . | May | 38 |
| *. . . but not much more in Boston speech* | | |
| Vehicle Maintenance *Chet Cunningham* | Dec. | 30 |
| *It starts with shop planning* | | |
| Water heater market potential | Dec. | 21 |
| *Heating oil dealers have a story to tell* | | |
| What caused heating oil shortage? | Feb. | 38 |
| *Utility use, interruptible gas are factors* | | |
| Youth is beautiful | Nov. | 26 |
| *Third generation runs Sam Goldberg & Son* | | |


## MANAGEMENT (Oilheating and total comfort)


| | Month | Page |
|---|---|---|
| Better service through training | Feb. | 42 |
| *Southern States Cooperative sponsors schools* | | |
| Better parts inventory control | May | 30 |
| *Reinauer Petroleum realizes greater profitability* | | |
| Bob Felker interview | Dec. | 28 |
| *Association helps overcome "conversion crisis"* | | |
| Business modernization made easier *Harold J. Ashe* | Aug. | 27 |
| *Investment credit and liberalized depreciation rules* | | |


## MANAGEMENT (Cont.)


| | Month | Page |
|---|---|---|
| Business travel expense deductions *C. V. Ashe* | Jan. | 38 |
| *Be sure you have adequate records* | | |
| Dealer adds sales with an additive | Mar. | 49 |
| *Operators Heat uses and sells Rolfite* | | |
| Diversification can move in many directions | Feb. | 44 |
| *Massey, Wood and West stays in the black* | | |
| Electric heat users offer increased gallonage potential | Aug. | 25 |
| *Union Petroleum pulls the plug on electric heat* | | |
| Electric heat — who can afford it? | Sept. | 42 |
| *Armstrong Oil proves oil is a better buy* | | |
| Finding ways to survive | Mar. | 31 |
| *Green Bros. keeps heating oil customers informed* | | |
| Home improvement time promotion | Sept. | 46 |
| *Energy management is a family affair* | | |
| I-B-R Schools keep pace with times | Oct. | 38 |
| *New schedule continues 25-year program* | | |
| Insulation | Jan. | 30 |
| *A natural for heating oil dealer diversification* | | |
| Insulation sales help youthful dealer grow | July | 31 |
| *Inflatable warehouse identifies Lewis Oil* | | |
| Meenan Oil replacement program | Feb. | 37 |
| *Promotion pushes GE burner package* | | |
| Metrication, another look *Frederick Gutman* | June | 34 |
| *How it will affect heating oil and oilheating* | | |
| NOFI oilheating training programs | July | 43 |
| *PMEF formally takes over* | | |
| OHI of Washington meets the energy crisis | June | 40 |
| *Power to the people program* | | |
| Oilfired water heating *Fred Feigenbaum* | | |
| *The time has come to sell!* | | |
| PSC commissioner recommends ban on new electric heating | Mar. | 46 |
| Reader responds to 36-year old ad | June | 28 |
| Service management memos | | |
| *Good safety record reflects efficient management* | Nov. | 36 |
| *Management directs, doesn't drive* | Oct. | 36 |
| *No room for alibis* | Aug. | 32 |
| *Personnel control* | June | 43 |
| Talk to customers — they'll listen | Apr. | 42 |
| *Beaufort Oil finds communication saves customers* | | |
| Water heaters *O. L. Bock* | Apr. | 45 |
| *Photo tour of Bock factory* | | |


## TECHNICAL


| | Month | Page |
|---|---|---|
| Barometric draft controls *Leo Pfister* | **Jan.** | **38** |
| *Refresher course in selection, installation* | | |
| Bridged spark gap *Fred Feigenbaum* | Feb. | 33 |
| *Not common, but it happens* | | |
| Brown-outs can affect oilheating equipment | Jan. | 35 |
| Carlin's package to replace GE burners | Mar. | 43 |
| Combustion chambers II *Fred Feigenbaum* | Jan. | 27 |
| *Review and update* | | |
| Combustion chambers | Oct. | 40 |
| *Monogram instrument measures wall temperatures* | | |
| Commercial oilfired water heaters *Murray L. Green* | Dec. | 25 |
| *Application and sizing guide* | | |
| Environmental notes *Steven Mavros* | | |
| *I. Smoke eventually shuts down burner* | Oct. | 44 |
| *II. More elements involving air conservation* | Nov. | 40 |

# Index to articles in 1974 issues of fueloil & oil heat

## FUELOIL (Distribution and management)


| | Month | Page |
|---|---|---|
| Additives: How well do they work? | May | 42 |
| Beware of summer run-outs! | May | 37 |
| *Winter fuel savings changed K-factors* | | |
| Boiler room on wheels | Mar. | 36 |
| *Mobile units used during routine or emergency shutdown* | | |
| Bottom loading | June | 31 |
| *What is its status for heating oil dealers?* | | |
| Collapsible fueloil storage tanks | | |
| *Fabritank* | Feb. | 41 |
| *Uniroyal* | Mar. | 40 |
| Controlling truck fuel costs *Chet Cunningham* | Oct. | 30 |
| *Miles per gallon vs. cost per gallon* | | |
| Co-op system cuts delivery costs | Apr | 35 |
| *Massachusetts dealers like it* | | |
| Evaluate lubrication *Chet Cunningham* | | |
| *Part I* | Feb. | 31 |
| *Part II* | Mar. | 40 |
| Fueloil business is there, if you want it | Nov. | 28 |
| *Regional Petroleum finds determination can pay* | | |
| Fueloil dealer fights back | Oct. | 27 |
| *Sico Co. "decided to sell something for a change"* | | |
| Hose reel selection and maintenance *George A. Hannay* | July | 34 |
| Identify loss accounts and control costs | Apr. | 33 |
| *General Oil improves service profitability* | | |
| Insulation offers silver lining | Feb. | 29 |
| *Krause-Mayo knows its a good idea* | | |
| Lease or buy? *Michael O. Bertolet* | Feb. | 33 |
| *Prime consideration should be potential savings* | | |
| Lockheed passes a milestone | May | 53 |
| *After 25,000 computing registers, still going strong* | | |
| Longevity: It can grow on you | Nov. | 23 |
| *Carroll-Independent Fuel in third generation* | | |
| Mandatory allocations | Jan. | 40 |
| Oil handler meets EPA test | Sept. | 39 |
| *Loizeaux Fuel minimizes vandal's damage* | | |
| Simon offers encouragement . . . | May | 38 |
| *. . . but not much more in Boston speech* | | |
| Vehicle Maintenance *Chet Cunningham* | Dec. | 30 |
| *It starts with shop planning* | | |
| Water heater market potential | Dec. | 21 |
| *Heating oil dealers have a story to tell* | | |
| What caused heating oil shortage? | Feb. | 38 |
| *Utility use, interruptible gas are factors* | | |
| Youth is beautiful | Nov. | 26 |
| *Third generation runs Sam Goldberg & Son* | | |


## MANAGEMENT (Oilheating and total comfort)


| | Month | Page |
|---|---|---|
| Better service through training | Feb. | 42 |
| *Southern States Cooperative sponsors schools* | | |
| Better parts inventory control | May | 30 |
| *Reinauer Petroleum realizes greater profitability* | | |
| Bob Felker interview | Dec. | 28 |
| *Association helps overcome "conversion crisis"* | | |
| Business modernization made easier *Harold J. Ashe* | Aug. | 27 |
| *Investment credit and liberalized depreciation rules* | | |


## MANAGEMENT (Cont.)


| | Month | Page |
|---|---|---|
| Business travel expense deductions *C. V. Ashe* | Jan. | 38 |
| *Be sure you have adequate records* | | |
| Dealer adds sales with an additive | Mar. | 49 |
| *Operators Heat uses and sells Rolfite* | | |
| Diversification can move in many directions | Feb. | 44 |
| *Massey, Wood and West stays in the black* | | |
| Electric heat users offer increased gallonage potential | Aug. | 25 |
| *Union Petroleum pulls the plug on electric heat* | | |
| Electric heat — who can afford it? | Sept. | 42 |
| *Armstrong Oil proves oil is a better buy* | | |
| Finding ways to survive | Mar. | 31 |
| *Green Bros. keeps heating oil customers informed* | | |
| Home improvement time promotion | Sept. | 46 |
| *Energy management is a family affair* | | |
| I-B-R Schools keep pace with times | Oct. | 38 |
| *New schedule continues 25-year program* | | |
| Insulation | Jan. | 30 |
| *A natural for heating oil dealer diversification* | | |
| Insulation sales help youthful dealer grow | July | 31 |
| *Inflatable warehouse identifies Lewis Oil* | | |
| Meenan Oil replacement program | Feb. | 37 |
| *Promotion pushes GE burner package* | | |
| Metrication, another look *Frederick Gutman* | June | 34 |
| *How it will affect heating oil and oilheating* | | |
| NOFI oilheating training programs | July | 43 |
| *PMEF formally takes over* | | |
| OHI of Washington meets the energy crisis | June | 40 |
| *Power to the people program* | | |
| Oilfired water heating *Fred Feigenbaum* | | |
| *The time has come to sell!* | | |
| PSC commissioner recommends ban on new electric heating | Mar. | 46 |
| Reader responds to 36-year old ad | June | 28 |
| Service management memos | | |
| *Good safety record reflects efficient management* | Nov. | 36 |
| *Management directs, doesn't drive* | Oct. | 36 |
| *No room for alibis* | Aug. | 32 |
| *Personnel control* | June | 43 |
| Talk to customers — they'll listen | Apr. | 42 |
| *Beaufort Oil finds communication saves customers* | | |
| Water heaters *O. L. Bock* | Apr. | 45 |
| *Photo tour of Bock factory* | | |


## TECHNICAL


| | Month | Page |
|---|---|---|
| Barometric draft controls *Leo Pfister* | **Jan.** | **38** |
| *Refresher course in selection, installation* | | |
| Bridged spark gap *Fred Feigenbaum* | Feb. | 33 |
| *Not common, but it happens* | | |
| Brown-outs can affect oilheating equipment | Jan. | 35 |
| Carlin's package to replace GE burners | Mar. | 43 |
| Combustion chambers II *Fred Feigenbaum* | Jan. | 27 |
| *Review and update* | | |
| Combustion chambers | Oct. | 40 |
| *Monogram instrument measures wall temperatures* | | |
| Commercial oilfired water heaters *Murray L. Green* | Dec. | 25 |
| *Application and sizing guide* | | |
| Environmental notes *Steven Mavros* | | |
| *I. Smoke eventually shuts down burner* | Oct. | 44 |
| *II. More elements involving air conservation* | Nov. | 40 |

## TECHNICAL (Cont.)


| | Month | Page |
|---|---|---|
| Fueloil tank checklist<br>*Review of NFPA installation regulations* | Dec. | 35 |
| Gear pump noise | July | 46 |
| Good servicing: Start with basics *Fred Feigenbaum*<br>*Part I. Effective cleaning and adjustment needed* | Apr. | 37 |
| *Part II.* | May | 34 |
| Gravity prime factor in oil movement *Steven Mavros* | Jan. | 46 |
| Improving oilfiring efficiency *Fred Feigenbaum*<br>*Use instruments to see if job can be improved* | July | 36 |
| *Get problem on paper, then follow logic* | Oct. | 33 |
| Oil and water do burn<br>*Cottell ultrasonic atomizing burner* | Feb. | 45 |
| Oilburner efficiency testing *Fred Feigenbaum*<br>*Need instruments to accurately determine efficiency* | June | 37 |
| Oilburner gadgets? *Fred Feigenbaum*<br>*Flame improvement techniques and devices work* | Sept. | 48 |
| Oilburner nozzle basics *Fred Feigenbaum* | Nov. | 30 |
| Plugged suction line *Steven Mavros*<br>*Will pressurizing an oil tank clear it?* | Mar. | 53 |
| Pressure drop data for duplex strainers *Frederick Kraissl Jr.* | May | 54 |
| Small flame problem *Fred Feigenbaum*<br>*Higher pump pressure seldom is the answer* | Mar. | 38 |
| Steam facts for servicemen *Steven Mavros*<br>*Gauge glass, water column and water line controls* | Apr. | 56 |
| *Understand steam power and how to control it* | June | 50 |
| *More about one and two pipe systems and venting* | Aug. | 46 |
| *Rust and other impurities can cause problems* | Sept. | 55 |
| *You can't convert vacuum steam system to one pipe operation* | Nov. | 39 |
| Thermal insulation saves fuel and money | Feb. | 47 |


## SPECIAL STUDIES OF THE MONTH


| | Month | Page |
|---|---|---|
| Product squeeze forces dealers to become better businessmen | Jan. | 18 |
| Costs of doing business balloon 9.3% | Feb. | 12 |
| Dealers' efficiencies drop; customers achieve 13% fuel saving | Mar. | 12 |
| Mobile population still causes most losses | Apr. | 13 |
| Dealers hold down replacement ratio as consumer tank prices rise | May | 22 |
| Matching service characteristics between "loss" and "profit" companies | June | 16 |
| It cost more to deliver less; delivery figures tell the story | July | 20 |
| Collections in good shape, but receivables higher because of high cost of fueloil | Aug. | 16 |
| Are national shows worth the effort and expense involved? | Sept. | 11 |
| 35% of oilheating customers heat domsetic hot water with oil | Oct. | 12 |
| Fueloil companies retain high market value | Nov. | 14 |
| Dealer storage is loaded; service contract prices up | Dec. | 14 |


## STATISTICS


| | Month | Page |
|---|---|---|
| Fueloil management study *Margaret Mantho*<br>*Fueloil men prefer to forget the 1973-74 season, but it could have been worse* | Sept. | 13 |
| Heating oil sales, 1973<br>*Bureau of Mines study* | Nov. | 34 |
| Service management study *Margaret Mantho*<br>*Service holds the customers, but it's costly* | May | 44 |


## GENERAL


| | Month | Page |
|---|---|---|
| API annual meeting<br>*Spahr elected president; adopt revised energy policy* | Jan. | 44 |
| AHSRAE-ARI meetings<br>*Explore energy crisis and solutions* | Jan. | 37 |
| Hydronics Institute annual meeting<br>*Jensen is president; speakers stress need for energy conservation* | Aug. | 30 |
| Hydronics Institute semi-annual meeting<br>*Considers fuel supplies, solar energy* | Dec. | 32 |
| I-B-R hydronic heating schools<br>*Reach milestone — 30,000th student* | June | 42 |
| Israel solar water heater to be available | July | 45 |
| Maine dealers welcome "challenge of change" | Aug. | 34 |
| NOFI conference emphasizes growth theme<br>*Don't be afraid to sell equipment!* | Aug. | 36 |
| National Oil Jobbers Council Spring meeting<br>*Reflects concern over unilateral restrictions on oil* | June | 46 |
| National Oil Jobbers Council fall convention<br>*Love named president; NCOJA rejoins Council* | Dec. | 32 |
| National Old Timers Association of the Energy Industry<br>*New name, new programs for Old Timers' Club* | Oct. | 43 |
| New Jersey dealers sound off at annual convention | June | 48 |
| Pacific Coast convention<br>*Theme is "Oil and the environment"* | July | 42 |
| Pennsylvania Petroleum meeting<br>*Delves into shortages and regulations* | Nov. | 33 |
| Service managers draw record number<br>*Hear speakers on economics and education* | July | 39 |



**Oh, the pressure of reducing!**

**High Pressure regulating valve is especially designed for regulating reduced pressures on water supply systems. Built-in relief by-pass available. Ask about it!**

THRUSH

**THRUSH Products, Inc.**

Dept. H-6, P.O. Box 228 — Peru, Indiana 46970

Fill in Reader's Service Card No. FO 225